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# Weekly Trade Circular

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(See also pages 7, 90, 91 [3], 109, 126.)

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It is becoming more difficult year by year to look forward with any great degree of certainty at this period of the year to a determination of the prospects for fall trade. The fall season is in fact becoming later each year. The Trade Sales, which really mark the opening of the "campaign," to borrow a phrase from the enemy of the book-maker, have slid back from August to September, and now from the first week of that month into the second; and the publishers have made like postponement of decisions and announcements. Two reasons, perhaps, account for this: the growing tendency of Americans to take that desirable and indeed necessary rest after the intense and weakening heat of summer which does so much to make vigorous and successful work possible during the fall and winter; and the growing dependence of the American upon the English trade, so that we have to wait for the completion of the English publishers' plans before we can begin to make our own. The increase of the school-book business, which grows as surely and as steadily as the figures of our date-lines, has indirect influence in the same direction, by crowding back the miscellaneous publications of the many large houses which publish both general and school books.

The first element which enters into the calculation this year is the election. "The Presidential blight" is a distemper very generally feared by our publishers, though whether rightly or superstitiously it is difficult to say; first, because the deluded population of these United States, in its intermittent fever of temporary insanity, prefers the "red-hot" discussion of the daily papers to the exclusion of the cool wisdom which sages have recorded in books; secondly, because many fear that the issue of the uncertain canvass, with its possibilities of new financial policy, may unsettle trade in general and the book trade in particular. The first distraction, however, ends with the first week of November, and it is questionable whether the second fear is very much more than an imagination. Most of the jobbers are still occupied with the school-book trade; but we are informed by large houses that their trade has been much better this month than during August of last year, and most look hopefully forward to a heavy fall trade, a trade which but for the presidential distraction would, they think, be phenomenonally good. The dulness of the summer is declared by many to have been as exceptional as its heat. The crops throughout the country are reported very large, and the prospect is for an easy money market through the winter. Such travellers as are out, while they report that many booksellers are still pretty well stocked from last year, send word that the prospective circulation of currency is likely to call for large additions to the retailer's stock and to ensure quick returns for him. It is a great mistake for any dealer to refrain from purchasing fresh and live books in the notion of getting rid of his "dead stock;" if he has been so foolish as to succumb to so-called "bargains" in books which don't sell, won't sell, and can't be made to sell, he will only make his case worse by that policy.

An exceptional number of our publishers have been or are still abroad in search of material for republication, or rather importation; only a portion of the arrangements made by them for their houses are as yet settled with such certainty as to justify announcements. Several houses who find their material chiefly on this side have not yet completed their plans; others as a matter of policy make public only a portion of their announcements at one time; while in the case of our largest two houses, it is impossible for themselves to look forward, in the multiplicity of their issues, through an entire season. Otherwise the announcements for the fall season will be found in the several pages devoted to that purpose in the present issue, while we hope to give in our next number such classified review of forthcoming books as will afford a general view of the prospects of the trade in each line of publication.

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The *Saturday Review* attacks George Macdonald's last two novels in its most savage style. It says that parts of them are "about the most pitiable exhibition known to us of a feeble intellect strained beyond its measure;" that he was never strong and is now become "fatuous." The joke of it is that it a very little time since spoke of his perception of human character as "almost supernatural."

## CORRESPONDENCE.

### *FROM PHILADELPHIA.*

PHILADELPHIA, August 26, 1872.—The book-trade of the wholesale houses is already showing its autumn briskness, but the retail customers are still out of town, and the shelves of the retail dealers are still dusty. The subscription trade is doing a fair business, and one house, which is too modest to permit its name to be mentioned, was "taken all aback" the other day by an offer from an enterprising agent to dispose of fifty thousand copies of a single work.

J. B. Lippincott & Co. are continually issuing books, so I presume you look for notices of their productions in every letter from Philadelphia. Their latest, up to date, is "At the Altar," a story translated from the German of E. Werner. It is highly dramatic, and could be put upon the stage with little trouble; the plot is well sustained and the catastrophe excellently managed. And yet a little judicious pruning would have helped it. The first chapter, in which two of the principal characters are introduced, one as principal in a duel, the other as a spectator, has nothing to do with the story, which would be complete without it. Briefly told, the story is of a nameless monk, the offspring of a haughty Count Rhaneck by an early marriage, which the count has taken advantage of some flaw in the ceremony to annul, denying both his wife and the child born of their union. The boy is adopted by the church; his father's brother, being the abbot of an important monastery, rears him and forces him to take holy orders. The time consumed by the principal events of the story is but a few months. The young monk sees and falls violently in love with the beautiful sister of a wealthy Protestant, and at his own request he is sent away to a distant charge, hoping that absence will conquer his passion. But here he preaches strange doctrines, becomes more than half Protestant, and when his love accidentally comes to the remote hamlet and encounters him, he yields to fate, declares what he believes to be his hopeless passion, and rushes out to meet his doom at the hands of the insulted church. But the church has taken the matter into her own hands and despatched an emissary to kill him secretly. The assassin blunders, kills the monk's unknown half-brother, the legal heir of Rhaneck, and the intended victim, made alike a witness of the crime and an apostate from the church that could plan it, lifts up his voice to the ruin of Romanism in that section, and embracing Protestantism, eventually marries the woman he loves and becomes a useful member of society. I have read the book with much interest, for the story is a striking one, but I have looked in vain for any theory or any moral. It is a well-conceived, powerfully-written, and finely-translated story. That is all, and let us be grateful that it is so, without looking for moral precepts in hot weather.

Lippincott & Co. also publish a little volume in paper, illustrated, called "Not Pretty, but Precious, and other stories," which is a delightful little companion for leisure hours. It is a collection of piquant sketches from the pens of John Hay, Clara F. Guernsey, Margaret Hosmer, Harriet Prescott Spofford, Lucy H. Hooper, and others, and embraces some of their best stories. "The Ten Laws of Health," a plain and practical "doctor book," by J. R. Black, M. D., is also just published. The Crown and Cabinet editions of Thackeray's works are just completed, the first in eleven, the latter in twenty-two volumes crown octavo. Both are beautifully printed, with clear type on luxurious paper, and profusely illustrated, having Thackeray's own designs and many others. The "Crown" volumes are too bulky for convenience, but the others are just right. They are to be followed shortly by the "Standard" edition of Dickens, which will be gotten up in sumptuous style, in volumes similar to the "Standard" Thackeray, complete in every respect and adorned with numerous steel engravings. It is the intention of the publishers to make it the finest edition of Dickens ever published in this country.

By the way, I must not forget a work of the popular science description recently issued by this house. Its title is "Man in the Past, Present, and Future," and its author Dr. L. Büchner, a German scientist of some note. This book sums up in plain, intelligible language all the arguments of the materialists and Darwinians to account for man's origin. On that account it is valuable. It teaches that man is a descendant from the anthropoid apes, through some special form now extinct, and not yet discovered, and that he "developed" in several different parts of the earth independently. He is still progressing and will probably develop by and by into a still higher form, both body and mind to be enlarged and improved. As for soul, Dr. Büchner doesn't believe he has one. All this theory is supported by an amazingly strong looking array of facts and arguments; and one would be strongly tempted to believe it were it not for the probability that the next man who comes along with a theory will have an equally formidable array of reasons for demolishing Dr. Büchner's elaborate plan and constructing an entirely different one on its ruins. Why could not Moses, who, it seems, was "learned in all the wisdom of the Egyptians," take a few lessons also from the philosophy of Germany, before writing such a controversy-provoking book as that of Genesis?

The next important work from Lippincott's will be "Issues of American Politics," by Orwin Skinner, a six-hundred page disquisition.

Peterson & Brothers have just issued Witmer's "Wild Oats Sown Abroad," of which I spoke in my last as about to be revived, after being out of print for twenty years. It is a lively work, written with a careless ease which speaks well for the talents of its author, but it contains little that has not been said a hundred times by others. The main point is the author's predilection for women and his fondness for writing about them. This will recommend the book to club men, and probably few others will buy it. Also just published is "The Chevalier of Maison Rouge (I am not responsible for the title), the novel which Dumas wrote in seventy-two hours, and which is considered by some to be his greatest work. This is the sixth and last volume of the new edition of Dumas. "My Hero," Mrs. Forrester's new novel, is meeting with very good success.

This house will soon issue "Within the Maze," by Mrs. Ellen Wood, author of "East Lynne" and other works, having procured the author's manuscript and early proof sheets at a large price. "The Lawrence Speaker," a selection of readings from the best authors, by Prof. Philip Lawrence, is also in press.

Wm. B. Evans & Co. have published "What I Know about Cooking," by S. Annie Frost, a good practical cook-book, which goes over the whole list of eatables and tells you how to prepare a dinner fit for a king—if a king deserves a better dinner than anybody else. It is a 12mo, pp. 454, $2.

Eldredge & Brother have a number of new text-books, among them "Anatomy, Physiology, and Hygiene," by Joseph C. Martindale, M. D.; "Virgil's Eclogues, Georgics, and Moretum," with notes, lexicon, etc., by Prof. George Stuart, a French

Verb Book, by Ernest Lagarde, A. M., and "A Manual of American Literature," by John S. Hart, LL.D., a companion to the author's "Manual of English Literature." These two last will be ready early in September.

John E. Potter & Co., whose bindery was badly burned a few weeks ago, are on their feet again and hard at work. Alfred Martien, too, the destruction of whose printing office I chronicled recently, is about ready to move in again. The accident did not stop a single number of the *Presbyterian*, but it interfered sadly with the publication of a large number of juveniles which were in preparation.

The American Sunday-School Union announce the following books in press for early publication: "Boys of Eaglewood, or Life at School," 16mo; "Christmas with the Boys," 16mo; "The White Gate, or Industry and Faith," 18mo; "The Red Plant," 18mo; "Percy's Holiday, or Borrowing Trouble," 18mo. H. C. S.

## The Late E. B. Smith.

THE serious and irreparable loss to the trade occasioned by the sad death of Mr. E. B. Smith, of Detroit, one of the most worthily successful booksellers of the whole country, is testified to by the following memorial of New York members of the trade. It is a just tribute to a noble man:

"*Whereas*, The sad tidings of the unexpected death of Mr. E. Burnham Smith, of the well known firm of E. B. Smith & Co., of Detroit, have reached his many friends here, we, the undersigned members of the Book, Stationery, and Fancy Goods Trade of New York, deem it fitting and proper that we should unite in some heartfelt public expression of the great esteem in which we held the deceased during his life, and of our great sorrow at having him thus suddenly taken from our midst in the prime of his usefulness and the ripe fruition of his great business career. Be it therefore

*Resolved*, That we bear most willing testimony to that strict integrity and persevering application and to that great enterprise and refined taste, which, in connection with the efforts of his partners, made his place of business a thing of pride to the trade at large, and placed him in the front rank of all our business connections.

That the uniform urbanity and unassuming gentleness of manner which endeared him to all who met him, made his presence among us always a welcome one, and equally ensured for any of us who visited Detroit a hearty welcome at his hands.

That to such of us as were more personally intimate with the deceased, his social qualities, which were of the same high order as his business attainments, had endeared him to us by strong ties of friendship which have been rudely severed by his untimely death.

That we desire herewith to tender to his surviving partners and relations our sincere sympathy and condolence in their great bereavement, hoping that they will be able to feel, great as is their loss, that a wise providence doeth all things well.

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## LITERARY AND TRADE GOSSIP.

SIR WALTER SCOTT'S "Lives of the Novelists" are to be published shortly by A. Denham & Co. The volume will contain those of Richardson, Fielding, Smollett, Cumberland, Goldsmith, Dr. Johnson, Sterne, Walpole, Mrs. Radcliffe, Le Sage, Johnstone, Bage, and Mackenzie.

BUDLONG'S "Greeley in '72," a Grant campaign book, can be ordered, in a cheap edition for electioneering purposes, from the N. E. News Co., Boston, at $7 the 100; $30 for 500; $50 the 1,000, folded and stitched.

MR. J. B. MANN'S "Campaign Life of Hon. Henry Wilson" is nearly ready at Jas. R. Osgood & Co.'s.

A VERY large number of our publishers have been abroad this summer, of whom many have not yet returned.

SINCE three of the Geneva arbitration are unacquainted with the English language, Richard Jenerysher, an English lawyer, thoroughly familiar with the French language, has, on the commission of the Tribunal of Arbitration, translated into French all the documents relating to the Alabama claims, which have been presented or quoted on either side. The result is a work, in seven folio volumes, of 3,700 pages. The supplementary arguments of the American counsel form a large pamphlet, of which Mr. Evarts' arguments cover 100 pages.

S. ZICKEL, bookseller and importer of New York, has ordered from Leipzig, by cable despatch, 1,000 copies of the new edition of Gerstäcker's works, now in course of publication.

THE most important announcement so far this season, from the business point of view, is that of a history by Mr. Stanley of his Livingstone expedition. A contract was signed in London, August 8, by Messrs. Sampson Low & Co., the English publishers of the work, and Mr. Welford, on behalf of Scribner, Armstrong & Co., who will publish the work in this country. As Mr. Stanley is a native of Connecticut, the work will be copyrighted in this country. It will make a volume of at least 500 pages octavo (not 200, as it was misprinted in some of the announcements), and will be profusely illustrated with designs, nearly all full-page, from Mr. Stanley's pencil, together with a carefully executed map of the route he followed. In consequence of an English advertisement of a work entitled "The Finding of Dr. Livingstone, by H. M. Stanley, Special Correspondent of the *New York Herald*," etc. (which is wholly unauthorized by Mr. Stanley), it is necessary to state that the present work is not made up of correspondence which has already appeared, but will contain the fullest details of Mr. Stanley's many adventures whilst in search of, and his four months' residence with, Dr. Livingstone, together with most valuable geographical information. Mr. Stanley is now in London, actively engaged in the preparation of the work, and its publication will be pressed with the greatest pos-

sible expedition. The exact date of its issue will be duly announced.

THE editorial rooms of *Hearth and Home* contain a galaxy of literary stars, who, if not so flashy as to be of the first magnitude, are notable for steady, sensible shining. Mr. G. Haven Putnam, who has a born publisher's keen scent for authors *in futurum esse* and books *in posse*, having lately made discovery of the amount of light hid behind the many stairs of 245 Broadway, made an ascent upon the editorial staff—doubtless finding the distinguished editor-in-chief too busily occupied preparing for "The End of the World" to devote himself to ordinary matters—and was rewarded for his pains by finding latent several new volumes of the capital "Handy Book Series." Mr. George Cary Eggleston, the managing editor, believing he had had practical experience of life and the means of it which would be useful to many young men, promised a *vade mecum* as to "How to Educate Yourself," a pocket schoolmaster, telling as far as may be told how and what to study and how and what to read. He will also bring the experience of *Hearth and Home*, under the management of the present *regime*, to bear upon the several unroyal roads to wealth in a manual on "How to make Money." The editress of the feminine department is to provide a sensible handy-book of "Hints on Dress; by an American Woman," which we have reason to think will be what most fashion-writing is not. Mr. Frank R. Stockton also has a capital subject in "The Home: Where it should be and what to put in it." This book will contain advice as to the selection of a home—and hearth, we presume—its furniture and internal arrangements, with careful priced lists of housekeeping articles and numberless wise suggestions for saving money and temper by little cheap and comfortable devices. The other volumes of the "Handy Book Series" have deservedly passed to third, fourth, and fifth editions, and we look to see these new manuals launch out into the vigintillions.

OUR German correspondent stated in his last letter that Nicholas Trübner, the widely-known American, European, and Oriental book publisher in London, had recently received from the Grand Duke of Baden the honor of knighthood, having been decorated with the Cross of the first class of the Knights of the Order of the Lion of Zähringen. This civil order of merit was established December 26, 1812, by Charles Louis Frederick, Grand Duke of Baden and Duke of Zähringen. Mr. Trübner has an established reputation as an accomplished scholar, and also for his thorough acquaintance with the Oriental languages. His devotion to the cause of literature has been untiring, and is acknowledged throughout Europe and the United States. The decoration of the Cross of the Lion of Zähringen is a fitting recognition of his services.

## BUSINESS CARDS.

[*In this department new subscribers are entitled to one free insertion of their business card, for the main purpose of soliciting catalogues, price-lists, circulars, etc., relating to their specialties.*]

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